

Pre-Sales Consultant



4420 Chatterton Way
Suite 201
Victoria BC V8X 5J2

T: (250) 704-4450
F: (250) 704-4492

Company Summary

Agresso is one of the fastest growing providers of Enterprise class software in a number of market segments, including Local Government, Commercial and Professional Services, Higher Education and Travel.

With increased product awareness in the North America and a strong sales record, we have the following need in our Sales Department....

Job Purpose

To provide, develop and maintain a professional pre-sales service, including industry knowledge and Agresso Business World (ABW) product expertise, to Agresso prospects, customers and internal staff. This position is relied on for HR/Payroll knowledge and expertise.

Job Responsibilities


- Provide the sales team with ABW product expertise and business knowledge throughout the various stages of the sales process including qualification, RFP/proposal stages, handover to the implementation services team and post implementation customer support. This includes documentation and presentations.
- Through on-going training and self-directed learning, maintain a thorough knowledge of Agresso's products and trends in Agresso's markets and competitors.
- Establish and maintain credible sample ABW product solutions for various market sectors.
- Identify and communicate business requirements and changes that need to be fed into the ABW product management cycle.
- Prepare and deliver presentations, demonstrations, workshops, seminars, etc. at internal, prospect and customer events.
- Provide support to other Agresso subsidiaries when requested by VP of Sales and Marketing.
- Ensure knowledge of ABW and prospect industries is shared within the sales team and throughout Agresso where applicable.

Personal Qualifications

- Strong HR/Payroll background with at least five years of experience in this field.

ERP...with NO Expiration Date™

www.agresso.com

- 
- At least two years of successful presales experience demoing either HR or Payroll applications.
 - Proven ability to develop and make compelling presentations and software demonstrations.
 - Experience as a presales consultant for an ERP provider.
 - Interest in technology and proficiency as a user of the MS Windows interface is essential.
 - Ability to work as part of a team as well as effectively manage own time to work independently as required.
 - Excellent communication skills and ability to build rapport within the organization and with external stakeholders.
 - Proven history of solid relationship with customers and partners.
 - Ability to travel extensively.

Please send your resume and cover letter to hr@agrosso.com noting Pre-Sales Consultant in the subject line.